

TAB 66

Urgent Approval Required Pricing

< WAC ^{and direct} revised from previous routing. >

Date: February 20, 2003

Re: Tamoxifen Citrate Pricing (Including Bid Prices)

Please route ASAP and return to Lesli Paoletti (440-232-3320 x 3674), Multisource Marketing.

Product Manager, Multisource (L. Paoletti) Lesli Paoletti

Associate Director, Multisource (J. Waterer) J. Waterer

Associate Director, Cost Accounting (S. Lewis) approval attached

Legal (T. Ghignone) approval attached

General Manager, Multisource (P. Kersten) ✓ (2/20/2003 verbal per Judy Watson)
Paul T. Kersten

Executive Pricing Committee (T. Russillo) T. Russillo 2/20/03

Pricing Approval Urgent.doc

**TAMOXIFEN CITRATE TABLETS 10mg, 20mg
PRICING PROPOSAL**

NDC#	Pkg Size	Description	Direct Cost	Current Cost
831-21	60	Tamoxifen Citrate Tablets 10mg	\$2.18	\$3.70
831-26	180	Tamoxifen Citrate Tablets 10mg	\$5.84	\$9.41
831-32	2500	Tamoxifen Citrate Tablets 10mg*	\$72.33	\$108.67
831-25	10x10	Tamoxifen Citrate Tablets 10mg	\$7.76	\$28.19
834-13	30	Tamoxifen Citrate Tablets 20mg	\$2.10	\$3.52
834-22	90	Tamoxifen Citrate Tablets 20mg	\$5.60	\$8.64
834-73	1250	Tamoxifen Citrate Tablets 20mg*	\$70.04	\$103.43
834-25	10x10	Tamoxifen Citrate Tablets 20mg	\$10.46	\$34.41

AWP					PROPOSED		
NDC#	Pkg Size	Description	Brand AWP	Barr AWP	Roxane AWP	% off Brand	\$/Tab
831-21	60	Tamoxifen Citrate Tablets 10mg	\$126.41	\$121.59	\$113.77	10.0%	\$1.90
831-26	180	Tamoxifen Citrate Tablets 10mg	\$379.24	\$364.78	\$341.32	10.0%	\$1.90
831-32	2500	Tamoxifen Citrate Tablets 10mg*	\$5,267.11		\$4,740.40	10.0%	\$1.90
831-25	10x10	Tamoxifen Citrate Tablets 10mg			\$227.54	#DIV/0!	\$2.28
834-13	30	Tamoxifen Citrate Tablets 20mg	\$126.41	\$121.59	\$113.77	10.0%	\$3.79
834-22	90	Tamoxifen Citrate Tablets 20mg	\$379.24	\$364.78	\$341.32	10.0%	\$3.79
834-73	1250	Tamoxifen Citrate Tablets 20mg*	\$5,267.11		\$4,740.40	10.0%	\$3.79
834-25	10x10	Tamoxifen Citrate Tablets 20mg			\$455.08	#DIV/0!	\$4.55

WAC PRICE					Roxane WAC	% off Brand WAC	GM%	\$/Tab
NDC#	Pkg Size	Description	Brand WAC	Barr WAC				
831-21	60	Tamoxifen Citrate Tablets 10mg	\$101.13	\$93.58	\$45.51	55.0%	91.9%	\$0.76
831-26	180	Tamoxifen Citrate Tablets 10mg	\$303.39	\$280.74	\$136.53	55.0%	93.1%	\$0.76
831-32	2500	Tamoxifen Citrate Tablets 10mg*	\$4,213.69		\$1,896.16	55.0%	94.3%	\$0.76
831-25	10x10	Tamoxifen Citrate Tablets 10mg			\$91.02	#DIV/0!	69.0%	\$0.91
834-13	30	Tamoxifen Citrate Tablets 20mg	\$101.13	\$93.58	\$45.51	55.0%	92.3%	\$1.52
834-22	90	Tamoxifen Citrate Tablets 20mg	\$303.39	\$280.74	\$136.53	55.0%	93.7%	\$1.52
834-73	1250	Tamoxifen Citrate Tablets 20mg*	\$4,213.69		\$1,896.16	55.0%	94.5%	\$1.52
834-25	10x10	Tamoxifen Citrate Tablets 20mg			\$182.03	#DIV/0!	81.1%	\$1.82

DIRECT PRICE					Roxane Direct	GM%	\$/Tab
NDC#	Pkg Size	Description					
831-21	60	Tamoxifen Citrate Tablets 10mg			\$50.06	92.6%	\$0.83
831-26	180	Tamoxifen Citrate Tablets 10mg			\$150.18	93.7%	\$0.83
831-32	2500	Tamoxifen Citrate Tablets 10mg*			\$2,085.78	94.8%	\$0.83
831-25	10x10	Tamoxifen Citrate Tablets 10mg			\$100.12	71.8%	\$1.00
834-13	30	Tamoxifen Citrate Tablets 20mg			\$50.06	93.0%	\$1.67
834-22	90	Tamoxifen Citrate Tablets 20mg			\$150.18	94.2%	\$1.67
834-73	1250	Tamoxifen Citrate Tablets 20mg*			\$2,085.78	95.0%	\$1.67
834-25	10x10	Tamoxifen Citrate Tablets 20mg			\$200.23	82.8%	\$2.00

ASSUMPTIONS

1. Last price change for brand (Nolvadex) 7/11/02
2. Barr licensed generic unavailable until "market formation"
3. Other generics with tentative approval expected to launch at "market formation"
4. RLI unique package size in unit dose
5. 0mg 2500 and 20mg 1250 will not be launched unless a customer is contracted for these package sizes.

CALCULATIONS

1. RLI AWP = 10% off brand AWP
2. RLI WAC = RLI AWP less 60%
3. RLI Direct = RLI WAC plus 10%
4. RLI Unit Dose = bulk per tablet price + 20%

Tamoxifen Citrate Tablets Pricing
Revised 2/20/2003, RE-ROUTING 2/20/2003

**TAMOXIFEN CITRATE TABLETS 10mg, 20mg
PRICING PROPOSAL**

<u>Minimum Bid Price</u>						<u>Roxane</u>			
<u>NDC#</u>	<u>Pkg Size</u>	<u>Description</u>	<u>Good</u>	<u>Better</u>	<u>Best</u>	<u>MBP</u>	<u>GM%</u>	<u>\$/Tab</u>	<u>MBP % off WAC</u>
831-21	60	Tamoxifen Citrate Tablets 10mg	\$16.00	\$12.80	\$10.24	\$9.22	59.9%	\$0.15	79.7%
831-26	180	Tamoxifen Citrate Tablets 10mg	\$48.00	\$38.40	\$30.72	\$27.65	66.0%	\$0.15	79.7%
831-32	2500	Tamoxifen Citrate Tablets 10mg*	\$666.63	\$533.30	\$426.64	\$383.97	71.7%	\$0.15	79.8%
831-25	10x10	Tamoxifen Citrate Tablets 10mg	\$113.77	\$91.01	\$72.81	\$65.53	57.0%	\$0.66	28.0%
834-13	30	Tamoxifen Citrate Tablets 20mg	\$16.00	\$12.80	\$10.24	\$9.22	61.8%	\$0.31	79.7%
834-22	90	Tamoxifen Citrate Tablets 20mg	\$48.00	\$38.40	\$30.72	\$27.65	68.8%	\$0.31	79.7%
834-73	1250	Tamoxifen Citrate Tablets 20mg*	\$666.63	\$533.30	\$426.64	\$383.97	73.1%	\$0.31	79.8%
834-25	10x10	Tamoxifen Citrate Tablets 20mg	\$227.53	\$182.03	\$145.62	\$131.06	73.7%	\$1.31	28.0%
<u>Cost per Tablet:</u>						<u>MBP/Tab</u>	<u>CC +20/tab</u>		
4831-21	60	Tamoxifen Citrate Tablets 10mg	\$0.27	\$0.21	\$0.17	\$0.15	\$0.07		
4831-26	180	Tamoxifen Citrate Tablets 10mg	\$0.27	\$0.21	\$0.17	\$0.15	\$0.11		
4831-32	2500	Tamoxifen Citrate Tablets 10mg*	\$0.27	\$0.21	\$0.17	\$0.15	\$1.30		
8831-25	10x10	Tamoxifen Citrate Tablets 10mg	\$1.14	\$0.91	\$0.73	\$0.66	\$0.56		
4834-13	30	Tamoxifen Citrate Tablets 20mg	\$0.53	\$0.43	\$0.34	\$0.31	\$0.04		
4834-22	90	Tamoxifen Citrate Tablets 20mg	\$0.53	\$0.43	\$0.34	\$0.31	\$0.10		
4834-73	1250	Tamoxifen Citrate Tablets 20mg*	\$0.53	\$0.43	\$0.34	\$0.31	\$2.07		
8834-25	10x10	Tamoxifen Citrate Tablets 20mg	\$2.28	\$1.82	\$1.46	\$1.31	\$0.41		

Bid Price Calculations

MBP set at 10% below "Best".

Best price set at 10% less than low end of competitive prices.

Better price set at 25% above best price.

Good price set at 25% above better price.

Pricing for bottles of 180 set at per tablet price of bottles of 60.

Unit dose best price set at WAC less 28%.

Paoletti, Lesli BVL-US-B

From: Ghignone, Thomas LG BIP-US-R
Sent: Thursday, February 20, 2003 9:35 AM
To: Paoletti, Lesli BVL-US-B
Subject: RE: APPROVAL REQUIRED TODAY: REVISED TAMOXIFEN PRICING

Lesli:

Judy asked the I respond ASAP. From my view, the information is fine.

Tom

Thomas A. Ghignone, Esq.
Counsel, Pharmaceuticals
Boehringer Ingelheim Pharmaceuticals, Inc.
900 Ridgebury Road
Ridgefield, CT 06877
Phone: 203-778-7729
Fax: 203-798-4408
E-mail: tghignon@rdg.boehringer-ingelheim.com

-----Original Message-----

From: Paoletti, Lesli BVL-US-B
Sent: Thursday, February 20, 2003 9:24 AM
To: Terrillion, Scott, M LG BIP-US-R; Ghignone, Thomas LG BIP-US-R; Lewis, Stan ROXUS
Cc: Waterer, Judy BVL-US-B; Strelau, Karen BVL-US-B; Kersten, Paul BVL-US-B
Subject: FW: APPROVAL REQUIRED TODAY: REVISED TAMOXIFEN PRICING
Importance: High

My apologies, Direct price is driven as 10% above WAC, so that changed as well. AWP and bid pricing remains the same.

-----Original Message-----

From: Paoletti, Lesli BVL-US-B
Sent: Thursday, February 20, 2003 9:19 AM
To: Terrillion, Scott, M LG BIP-US-R; Ghignone, Thomas LG BIP-US-R; Lewis, Stan ROXUS
Cc: Kersten, Paul BVL-US-B; Strelau, Karen BVL-US-B; Waterer, Judy BVL-US-B
Subject: APPROVAL REQUIRED TODAY: REVISED TAMOXIFEN PRICING
Importance: High

<< File: Tamoxifen - Pricing.xls >>

Attached is revised pricing for Tamoxifen. WAC pricing has been changed to 60% off AWP. All other pricing remains the same as was routed previously.

Please note your approval by signing a hard copy and faxing it to me at 440-232-6264.

If you have any questions, give me a call.

Lesli Paoletti
Product Manager
Roxane Multisource Products
Phone: 440/201-3659
E-mail: lpaoletti@cle.boehringer-ingelheim.com

02-20-03 11:03 From-RLI FINANCE

6142762479

T-493 P.01/02 F-769

Lewis, Stan ROXUS

10: 2

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Importance: High

Follow Up Flag: Follow up
Due By: Thursday, February 20, 2003 11:00 AM
Flag Status: Flagged

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Subject: APPROVAL REQUIRED TODAY: REVISED TAMOXIFEN PRICING
Importance: High



Tamoxifen -
ing.xls (41 KB)

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Lesli Paoletti
Product Manager
Roxane Multisource Products
Phone: 440/201-3659
E-mail: lpaoletti@cle.boehringer-ingenelheim.com



2 PAGES

02-20-03 11:03 From-RLI FINANCE

6142762479

T-493 P.02/02 F-769

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Tamoxifen Citrate Tablets Pricing
 Revised 2/20/2003; RE-ROUTING 2/20/2003

OK
 [Signature]
 2/20/03